# Exhibit F

Pricing for Vehicle Conversion Services

Contractor agrees to provide aftermarket vehicle conversion services for vehicles purchased by Public Bodies. Conversion kits are available from various manufacturers.

- Aftermarket conversions will only be done on vehicles in which contractor or manufacturer of record holds EPA certifications. Converted vehicles will meet U.S. Government Standards for sale in the Commonwealth of Virginia. EPA Emissions Certification is available upon request. A listing of EPA certified vehicle conversions will be maintained and updated on Contractors or subcontractor websites:
  - <u>www.allianceautogas.com</u>
  - www.roushcleanteach.com
  - www.cleanfuelusa.com
- 2. Warranty: Vehicle conversions shall not impact applicable manufacturer warranties upon the vehicles. Contractor warrants that all materials and equipment related to a vehicle conversion shall be fully guaranteed against defects in material, workmanship, and operate in accordance with all original equipment manufacturer (OEM) operating standards and performance specifications for a period of three (3) years or 30,000 miles, whichever comes first, following the date the converted vehicle is received by the Public Body from the Contractor after the vehicle conversion is completed. Should any defect be noted by the Public Body, then the Public Body will notify the Contractor of such defect or non-conformance. Such notification will state that the Contractor shall replace or correct the defect or non-conformance issue. The Contractor shall correct or replace equipment, at no cost to the Public Body, which shall be subject to all provisions of this clause to the same extent as the equipment initially delivered. If the Contractor refuses to replace or correct the deficiency, or fails to replace or correct after three tries, then the Public Body may have the equipment corrected or replaced with similar items and charge the Contractor for the costs.
- 3. **Vehicle Publications:** The Contractor must furnish the following with each conversion (1 copy each per vehicle):
  - New Vehicle Warranty Information Manual
  - New Vehicle Owner's Manual
  - Manufacturer's Statement of Origin (MSO)
  - Delayed Warranty Start Form, and any other such documents as necessary for delivery
- 4. **Vehicle Delivery Schedule:** The Public Body and Contractor shall discuss and develop a delivery schedule for completion of all conversion services prior to issuance of a purchase order.

- 5. Pricing includes shipping/transportation, pick-up from the Public Body's site and delivery to the Contractor's conversion site, then transport back to the Public Body site once conversion is complete. Pricing also includes all labor for the conversion, as well as labor, parts, and materials to install and make operational the conversion to comply with all vehicle warranty requirements and specifications.
- 6. **Bi-fuel Prins Vapor Sequential Injection Conversions**: The bi-fuel Prins vapor sequential injection system is standard priced at \$5,800. To help meet the needs of the Commonwealth, Contractor agrees to provide bi-fuel Prins vapor sequential injection (VSI) systems purchased during the Commonwealth's 2013 fiscal year (beginning July 1, 2012 and ending June 30, 2013) at the rates listed below. This pricing is available for vehicles less than or equal to 9,500 GTW.

SYSTEM	PRICE
Prins VSI (bi-fuel) system for various vehicle platforms as listed at http://www.allianceautogas.com/certifications	\$5,200 (for systems purchased in FY2013)

### 7. Roush Clean Tech conversions:

- (a) Ford E-150/250/350 E-series Passenger & Cargo Vans with gaseous prep package (91G) already installed
  - (1) 2009 & newer model year
  - (2) 5.4L 2V engine
  - (3) Pricing for conversion

SYSTEM	PRICE
• E-150/250/350 to 25 usable gallon mid-ship tank or 46 Gallon interior tank	
OR • Ford SRW cutaway with 9600 GVWR	\$10,950

#### (4) Comments:

i. The Ford E-150/250/350 passenger & cargo van will be replaced with the full sized Ford Transit van in the fall of 2013. Contractor will offer a dedicated liquid propane conversion for the full sized Transit van that will be available at Ford's launch of the vehicle. Contractor will

- continue to offer the conversion package for the E-150/250/350 after the introduction of the full sized Transit van.
- ii. Pricing for the liquid propane injection system for the full sized Transit van will be available in summer of 2013. At that time the Department and Contractor will negotiate a price for the injection system.
- (b) Ford F-250/350 F-series pick-up trucks and chassis cabs with gaseous prep package :
  - (1) 2012 & newer model year
  - (2) 6.2L V8 engine
  - (3) Pricing for conversion

SYSTEM	PRICE
F-250/350 to 23 usable gallon midship tank	\$11,050
F-250/350 to 43 usable gallon inbed/service body tank	\$10,350

- (c) Ford E-450 Dual Rear Wheel Cutaway with gaseous prep package (91G):
  - (1) 2009 & newer model year
  - (2) 6.8L 2V V10 engine
  - (3) Pricing for conversion

SYSTEM	PRICE
E450 to 41 usable gallon (aft rear axle & below frame rail)     OR     Micro Bird Type A school bus	\$14,050

- (4) Comments:
  - i. System will work with 158", 176" or stretched wheelbase applications
  - ii. System will work with dual a/c applications (i.e. shuttle buses)
  - iii. System qualifies for FTA funding
- (d) Ford 2011 & newer F-450/550 chassis cabs with 6.8L 3V engine: product pricing and available tank configurations will be available in Q1 2013.

- (e) Ford 2012 & newer F-650 chassis cab with 6.8L 3V engine: product pricing and available tank configurations will be available in Q1 2013.
- (f) Roush CleanTech Liquid Propane Injection System is Ford Alt Fuel QVM approved. The base Ford vehicle warranty remains in effect and Blossman will provide the RCT warranty on propane fuel system components.
- (g) Ford ship-thru is available on all products

#### 8. Clean Fuel USA conversions:

GM vehicle after-market conversions:

SYSTEM	PRICE
GM 4500 (aftermarket conversion)	\$10,500 – installed in vehicles which already have the requisite hardened valves.  Additional \$3,000 for vehicles that require hardening of valves prior to conversion.
Additional vehicle makes and models (e.g. school bus model)	To be agreed upon by Contractor and the Department

## 9. Initial Conversions for Department

Upon execution of the Comprehensive Agreement, the Contractor shall provide conversion services for two (2) 2012 Ford F-250 (6.2L V8) vehicles provided by the Department. Conversions shall be completed 90 days after the receipt by the Contractor of an order from the Department to proceed with the conversion.

- (a) The Office of Fleet Management Services shall be responsible for the transportation of the two vehicles to the Contractor's conversion site.
- (b) The Contractor shall complete the conversions, transport the vehicles to the Office of Fleet Management in Richmond, Virginia, and provide training on the use of the vehicles.
- (c) Vehicles may be either converted to bi or mono fuel solutions. This will be at the Contractor's discretion.
- (d) Price to the Department for the Contractor to complete conversion for these two Ford F-250 vehicles shall not exceed \$3,000 per vehicle.